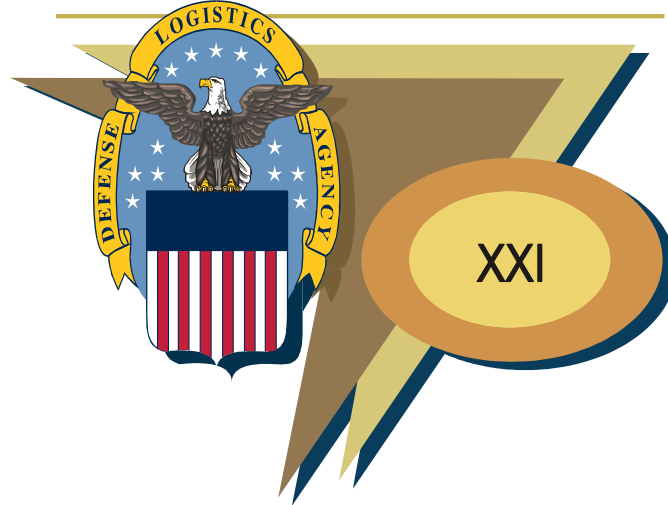


Defense Logistics

Defense Contract Management Command



DCMC Meeting The Challenge Contract Business Operations Workshop 9



Revolution In Business Affairs - DCMC Meeting The Challenge

CONTRACT BUSINESS OPERATIONS

- **We Don't Know How This Will All Play Out**
 - - **e.g., PBA, Property**
 - **We Are Committed to Providing Policies, Tools, Training As Early As Possible**
 - **FY 00 Business Plan Goals**
 - **Group Leaders - Key to Contract Management Excellence**
 - **Flexibility and Receptiveness to New Ideas is Critical**



Revolution In Business Affairs - DCMC Meeting The Challenge

CONTRACT BUSINESS OPERATIONS

- **What We Need to Do --**
 - **Clearly Communicate New Policies**
 - **Train the Workforce**
 - **Training Priorities, Alternate Training Methods, Utilization of SFAs, New Tools**
 - **Risk-Based Surveillance**
 - **Examine How/Why We Do Things --**
 - **ODOs, Low \$ Contracts, Recon, Process Management, Data Collection**



Meeting The Challenge - Contract Financing & Payment Group

- **DELIVER GREAT CUSTOMER SUPPORT - MEETING THE CHALLENGES**
 - **Facilitating the Payment Process**
 - **FY99/FY00 Performance Goal Team Changes**
 - **Enhancing Workforce Knowledge**
 - **Recommendations for Group Leaders**



Meeting The Challenge - Contract Financing & Payment Group

TEAM WITH BUSINESS PARTNERS TO ACHIEVE CUSTOMER RESULTS

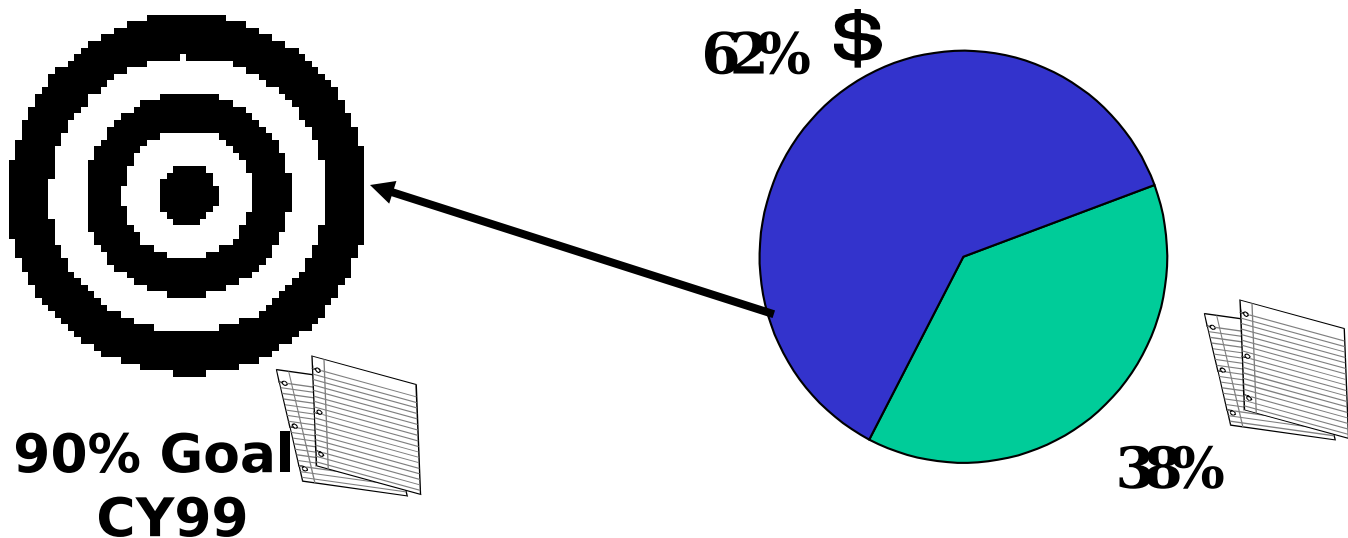
- **FACILITATING THE PAYMENT PROCESS**
 - **Teaming With DFAS**
 - **CAO Trust Agents -Utilize Authority**
 - **Foster Procedural Knowledge**
 - **Teaming With DCAA**
 - **Prioritize O/Hs, Final Vouchers**



Meeting The Challenge - Contract Financing & Payment Group

LEVERAGE INFORMATION TECHNOLOGY TO IMPROVE BUSINESS RESULTS

- **EDI PROGRESS PAYMENTS**
- **DFAS WInS - Web Invoicing System**





Meeting The Challenge - Contract Financing & Payment Group

***PROVIDE THE RIGHT ITEM AS THE RIGHT TIME
FOR THE RIGHT PRICE***

- **FY99/FY00 PERFORMANCE GOAL PLAN**
 - **Terminations - Manage the FY99 Goal to End Reporting for FY00**
 - **Contract Closeout - Customer Driven Measurement Change - Sec 8 vs Part A, Sec 2**
 - **Canceling Funds - Automated Web Based Reporting Coming**
 - **Progress Payments - Goal for 90% of Progress Payments Invoices Utilizing EDI Progress Payments by end of CY99**



Meeting The Challenge - Contract Financing & Payment Group

INVEST TO DEVELOP AND SUSTAIN THE RIGHT TALENT

- **ENHANCING WORKFORCE KNOWLEDGE**
 - **SFAs/Videos/Training Tools/Satellite Broadcasts**
 - **Recent Team Changes - One Book, Policy, Cubes**
 - **Automation Initiatives - Canceling Funds, ODOs, Progress Payments, Contract Closeout**
 - **DCMC/NCMA Corporate Contract**
 - **DCMC Intern Program - Phase I, II, III plans**
 - **Updating DAWIA Courses for OSD**



Meeting The Challenge - Contract Financing & Payment Group

TEAM WITH OUR BUSINESS PARTNERS TO ACHIEVE CUSTOMER RESULTS

- **RECOMMENDATIONS FOR GROUP LEADERS**
 - **Ensure Team Leaders Understand Measurement Tools - (Reveal vs ORSS, etc.)**
 - **Foster Teaming with DCAA & DFAS**
 - **Contact CLRs, SFAs, District Process Owners**
 - **Keep Up with Current Changes**
 - **Continue to Make Suggestions to Improve DCMC Support to Customers - share your initiatives**



Meeting The Challenge - Cost And Pricing Group

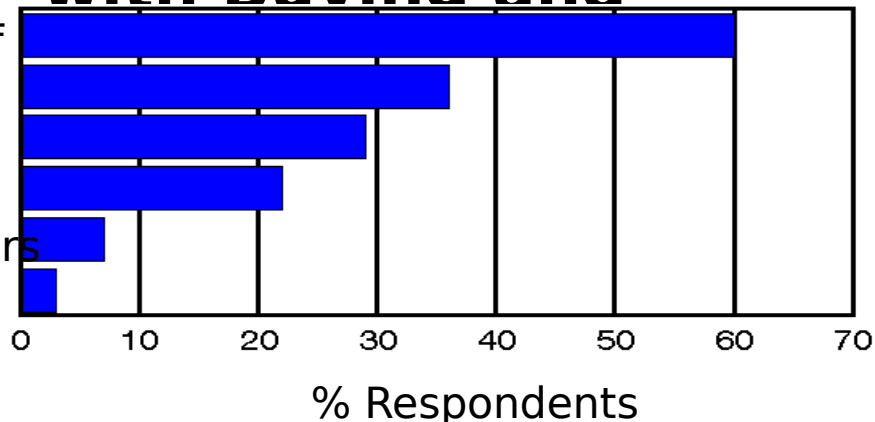
PROVIDE THE RIGHT ITEM AT THE RIGHT TIME FOR THE RIGHT PRICE

- **More pricing done informally as part of IPT**
- **Working on a format for requesting Pricing Assistance**
- **Pricing Conference**
- **Still need to talk this up with Buying and Program Office**

NAVAIR Instruction but we intend to make it available to all customers

No substitute for personal contact!

DCMC HQ Brief
CAO
Customer
Liaison
DCMC Policy Ltrs
Brochure
NCMA Article





Meeting The Challenge - Cost And Pricing Group

PROVIDE THE RIGHT ITEM AT THE RIGHT TIME FOR THE RIGHT PRICE

- **Independent Government estimates vice evaluation of suppliers' cost information**
- **Computer Aided Parametric Estimating (CAPE) Software Project**
Trying out COTS software (PRICE, SEER) at ten offices in FY00 Business Plan now
- **Value Analysis Center**
- **Virtual Market Research Center**
a future possibility???
- **Negotiation Training**
have reviewed courses offered by NCMA & George Washington University



Meeting The Challenge - Cost And Pricing Group

Provide the Right Item at the Right Time for the Right Price

- **Even after PBA implementation, still plenty of pricing and negotiation activity**
- **Contract Specialist AJC** *reviewing field*
- **Performance Measures** *comments now*
 - **UCA Definitization**
 - **Negotiation Cycle Time**
 - **FPRA Coverage**
 - **Final Rates**
 - **CAS Noncompliances**
- **Automation--DIRAMS, OASYS**



Meeting The Challenge - Cost And Pricing Group

Team with our Business Partners to Achieve Customer Results

- **“DCMC Performance Under Navy Contracts”**

Things the Navy can do to help us serve them better (esp. w/UCAs & Closeout)

- **AFMC Over & Above PAT**

- **NAVAIR Pricing Assistance Request Form**



Meeting The Challenge - Cost And Pricing Group

Team with our Business Partners to Achieve Customer Results

RECOMMENDATIONS FOR GROUP

LEADERS

- **Be open to, and supportive of new DoD and DCMC policies** *Your feelings definitely color the opinions of your employees!*
- **Encourage and foster innovation**
 - **Request DLAD 5000.4 waivers if needed!**
- **Participate in DCMC initiatives**



Meeting The Challenge - Government Property Group

ACCELERATE ACQUISITION REFORM BY APPLYING COMMERCIAL PROCESSES AND PRACTICES

- **COMMITMENT TO REDUCE THE AMOUNT OF GOVERNMENT PROPERTY IN THE POSSESSION OF CONTRACTORS**
 - **When New FAR Published, Training will be Provided for all 1103s**
 - **FY00 Performance Goal Targeted to Procuring Commands and New Acquisitions**
 - **MRM #5**
 - **Continue to Monitor Disposal Time Frames**
 - **May Require Moving Personnel to Assist PLCOs**
 - **Performance Goal to be Completed 1st Qtr FY00**

A light gray, stylized cloud graphic is positioned on the right side of the slide. Inside the cloud, the text "Invest in Our People" is written in a black, sans-serif font, arranged in three lines: "Invest in", "Our", and "People".

Invest in
Our
People



Meeting The Challenge - Government Property Group

➤ **RISK MANAGEMENT**

- **Policy Implemented**
- **Minor Revisions Forthcoming to Align with
DCMC Integrated Surveillance Chapter**

➤ **FINANCIAL REPORTING**

- **Keeping in Contact with OSD for Final
Determination**



Meeting The Challenge - Government Property Group

Leverage Information Technology to Improve Business Results

➤ PAPERLESS CONTRACTING

➤ PCARSS

- More Training for PLCOs Funded and being Scheduled
- Tools Being Developed to Assist PLCOs and Contractors
- New Impromptu Cube Being Developed
- New Metric for FY99 to be Tracked at Ops Chiefs Meeting
- Performance Goal for FY00

A cloud-shaped graphic with a grey outline and a white fill. Inside the cloud, the text "Invest in Our People" is written in a black, sans-serif font. The cloud is positioned to the right of the list of bullet points.

Invest in Our
People



Meeting The Challenge - Government Property Group

Leverage Information Technology to Improve Business Results

- **PAPERLESS CONTRACTING**
 - **CPMS**
 - **Encourage Contractors to Report
Electronically**



Meeting The Challenge - Government Property Group

- **RECOMMENDATIONS FOR GROUP LEADERS**
 - **MRM #5**
 - **Monitor Disposal Actions**
 - **Move Personnel to Assist PLCOs**
 - **Financial Reporting**
 - **Just be Aware, Change are Coming this FY**
 - **PCARSS/CPMS**
 - **Support PLCOs/Pas Transition of
Contractors to Electronic Reporting**